

Message Text

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DRAFTED BY: EUR/ WE: CKJOHNSON

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FM SECSTATE WASHDC

TO AMEMBASSY ROME

C O N F I D E N T I A L STATE 065981

FOLL SENT ACTION SECSTATE INFO SECDEF USDOC WASHDC EUCOM FROM
ANKARA 06 APR 73 REPEATED TO YOU QUOTE

C O N F I D E N T I A L ANKARA 2666

E. O. 11652: GDS

TAGS: MASS, TU

SUBJ: HELICOPTERS FOR TURKISH JANDARMA

REF: (1) ANKARA 2201; (2) CJUSM MSG DTG 260727 Z MAR 73;
(3) SECDEF MSG 3039 DTG 202336 Z MAR 73

1. IN RESPONSE REF (3), CJUSM ADVISED TURKISH JANDARMA
THAT IN VIEW MARKETING ARRANGEMENTS BETWEEN U. S. BELL AND
AGUSTA BELL, U. S. G. COULD NOT INVITE SALE OF HELICOPTERS
UNDER FMS AND WOULD NOT BE ABLE TO APPROVE JANDARMA
REQUEST.

2. JANDARMA HAS CONTINUED TO PRESS FOR FMS CASE. ON
2 APRIL JANDARMA REPRESENTATIVE, ACCOMPANIED BY TURKISH
GROUND FORCES COMMAND PERSONNEL, VISITED JUSM. TURKISH
REPS CLAIMED LETTER OF INTENT TO AGUSTA BELL DID NOT
CONSTITUTE COMMITMENT. THEY EXPRESSED BELIEF THAT AGUSTA'S
PRICES WERE HIGHER THAN WOULD BE PURCHASE FROM US BELL UNDER
FMS, AND COMPLAINED OF POOR AGUSTA BELL SUPPORT OF
HELICOPTERS ALREADY PURCHASED BY GROUND FORCES. THEY
SAID THEY INTENDED TO MAKE SUCH EXORBITANT DEMANDS ON
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AGUSTA BELL THAT AGUSTA BELL WOULD VOLUNTARILY DROP OUT OF CASE. THEREAFTER TURKS, THROUGH AMBASSADOR IN WASHINGTON, WOULD CONTACT STATE DEPT TO CLEAR PATH FOR FMS CASE.

3. ON APRIL 5, ITALIAN AMBASSADOR AGAIN CALLED ON U. S. AMBASSADOR. HE SAID THAT IN MEETING PREVIOUS DAY BETWEEN AGUSTA BELL REP FROM ITALY AND JANDARMA, JANDARMA HAD ASSERTED U. S. BELL WAS OFFERING HELICOPTERS AT PRICE 20 PER CENT BELOW THAT QUOTED BY AGUSTA BELL. ITALIAN AMBASSADOR SEEMED TO ACCEPT STORY AT FACE VALUE AND CONCLUDED THAT U. S. BELL, WITH OR WITHOUT U. S. G. COMPLICITY, WAS SEEKING TO TAKE SALE AWAY FROM AGUSTA BELL BY UNFAIR MEANS.

4. U. S. AMBASSADOR TOLD ITALIAN AMBASSADOR THAT, GIVEN MARKET SHARING ARRANGEMENTS BETWEEN AGUSTA BELL AND U. S. BELL, U. S. HAD ADVISED JANDARMA THAT U. S. G. WOULD NOT PARTICIPATE IN CASE. THAT REMAINED THE POSITION. EMBASSY HAD NO KNOWLEDGE OF OFFER FROM U. S. BELL TO JANDARMA. AMBASSADOR POINTED OUT, HOWEVER, THAT IF JANDARMA CHOSE TO DEAL DIRECTLY WITH U. S. BELL, BY- PASSING U. S. GOVERNMENT, IT WOULD THEN APPEAR TO BE MATTER ENTIRELY BETWEEN U. S. BELL AND AGUSTA BELL.

5. COMMENT: IN ORDER PREVENT FURTHER MISUNDERSTANDING AND POSSIBLE SPREAD OF SLANDEROUS STORIES, WE BELIEVE IT WOULD BE USEFUL TO REITERATE TO JANDARMA THAT U. S. G. CANNOT PARTICIPATE IN CASE. BEFORE DOING SO, HOWEVER, WE NEED CLARIFICATION OF REF ELM IS IT WASHINGTON' S POSITION THAT, GIVEN NATURE OF MARKETING ARRANGEMENTS BETWEEN TWO FIRMS, U. S. G. WILL NOT BE PARTY TO SALE OF HELICOPTERS BY U. S. BELL, REGARDLESS OF WHETHER OR NOT AGUSTA BELL IS FORCED OUT BY TURKS? EARLY REPLY REQUESTED.
HANDLEY UNQUOTE ROGERS

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